

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

IN THE UNITED STATES DISTRICT COURT
FOR THE EASTERN DISTRICT OF VIRGINIA
RICHMOND DIVISION

~~~~~

CHMURA ECONOMICS & ANALYTICS, LLC  
Plaintiff

vs. Case No. 3:19-CV-00813

RICHARD LOMBARDO  
Defendants

~~~~~

REMOTE VIDEO DEPOSITION OF:
JOHN L. CHMURA, VOL. II

Taken on:
May 5, 2020
9:00 a.m.

Taken at:

Home of John Chmura

[REDACTED]

[REDACTED]

Kelliann D. Linberg, RPR, Notary Public

1 APPEARANCES: (Via Videoconference)

2 On behalf of the Plaintiffs:

3 Koehler Fitzgerald, LLC
4 CHRISTINE M. COOPER, ESQ.
5 1111 Superior Avenue E
6 Ste 2500
7 Cleveland, OH, 44114
8 Ccooper@koehler.law
9 216-539-9370.

10 On behalf of the Defendants:

11 McGuire Woods, LLP
12 CHRISTOPHER M. MICHALIK, ESQ.
13 Gateway Plaza
14 800 East Canal Street
15 Richmond, VA, 23219-3916
16 Cmichalik@mcguirewoods.com
17 804-775-1000.

18 ALSO PRESENT:

19 RICHARD LOMBARDO
20 LESLIE PETERSON, via Zoom
21
22
23
24
25

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

TRANSCRIPT INDEX

APPEARANCES..... 89

INDEX OF EXHIBITS..... 91

EXAMINATION OF JOHN L. CHMURA:
BY MS. COOPER..... 92

REPORTER'S CERTIFICATE..... 139

EXHIBIT CUSTODY: RETAINED BY COURT REPORTER

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

INDEX OF EXHIBITS

Number	Description	Marked
Defendant's:		
Exhibit X	Previously Marked Highly	132
	Confidential Copy of Email	
	Dated 10/2/2019 Bates	
	CHMURA0201264-269	

1 JOHN L. CHMURA, being previously sworn, and
2 with the previous agreed upon stipulation regarding the
3 need for this deposition to take place remotely because
4 of the Government's order for social
5 distancing, said as follows:

6 EXAMINATION OF JOHN L. CHMURA, Vol. 2
7 BY MS. COOPER:

8 Q. Good morning, Mr. Chmura.

9 A. Good morning.

10 Q. Well, where we left off in the deposition,
11 I completed your corporate representative testimony and
12 we are moving into your individual testimony this
13 morning. So I am going to start with just asking a few
14 background questions, and some of it may be ground we
15 already covered, but just where we left off --

16 MR. MICHALIK: Christine, can you turn your
17 volume up? I think -- I hear everybody else clearly,
18 but like last time, we have a little bit of trouble
19 hearing on your end.

20 MS. COOPER: Yes, let me see if I can put
21 it closer as well. Okay, that should be better. Is
22 that better?

23 MR. MICHALIK: Yes, perfect.

24 Q. Mr. Chmura, you are a member Chmura
25 Economics & Analytics, LLC, correct?

1 A. Correct.

2 Q. And I believe your earlier testimony, we
3 went through who the other members were. With respect
4 to control of the company, which of the members have --

5 A. I'm sorry. I am getting a lot of echo and
6 it is hard to understand what you are saying.

7 Q. With respect to the members, is there a
8 hierarchy amongst them?

9 MR. MICHALIK: And just to be clear,
10 Christine, this is for him as a fact witness not as a
11 30(b)(6) designee?

12 MS. COOPER: That is correct.

13 MR. MICHALIK: Okay.

14 A. Yes, we have an org chart if that's what
15 you are asking.

16 Q. And what does the org chart show?

17 A. Chris Chmura, CEO and Leslie Peterson are
18 at the top, and then underneath them are people like me
19 and Greg, you know, department heads. And then we have
20 various teams under us.

21 Q. Are Dr. Chmura and Ms. Peterson the
22 ultimate decision makers for the company?

23 A. Yes.

24 MR. MICHALIK: Object to the form of the
25 question. You can answer.

1 A. Yes, they are.

2 Q. What types of decisions are they
3 responsible for?

4 A. Ultimately, I mean, they can decide, you
5 know, corporate -- they do decide corporate level
6 decisions.

7 Q. Could you describe what a corporate level
8 decision is?

9 A. Sure, things like financial, you know,
10 hiring, firing, I suppose they have the ultimate say on
11 that. These kind of broader decisions that affect the
12 whole company.

13 Q. Did either one of them ever make smaller
14 decisions?

15 A. Sure.

16 Q. How frequently -- well, let me ask this:
17 To your knowledge, did either Dr. Chmura or
18 Ms. Peterson make decisions relating to the sales team?

19 MR. MICHALIK: Object to the form of the
20 question. You can answer.

21 A. I am not involved with the day-to-day
22 sales, so I can only answer through SEA Group, the
23 leadership group, and, yes.

24 Q. And what types of decisions would
25 Dr. Chmura make pertaining to the sales team?

1 A. I don't keep a log of all the specific
2 decisions.

3 Q. What about --

4 A. Hiring.

5 Q. Okay, hiring. And I think you mentioned
6 firing. Did they also make decisions with respect to
7 firing as far as --

8 A. Yes.

9 Q. It is my understanding that Chmura had
10 something called a road map. Is my understanding
11 correct?

12 A. Yes, correct.

13 Q. Can you explain what the road map is?

14 A. Yes, the road map is a list of feature
15 requests, or changes that we want to make to our
16 products, or even new products. And it is what we use
17 to track those requests and then prioritize the work.

18 Q. How does an item end up on the road map?

19 A. Well, it can come in through several
20 channels. It may come internally from -- from
21 leadership, or from any employee. It may come from a
22 support request from a user, and it may come through
23 sales; you know, they would hear them from users
24 directly or in their prospecting work and in their
25 selling work.

1 Q. Any other ways that something might end up
2 on the road map?

3 A. We don't put restrictions on ways things
4 can end up there.

5 Q. How are items on the road map prioritized?

6 A. So they are prioritized by the number of
7 requests for a particular item. They are prioritized
8 by level of effort and possible impact to the product
9 offering, and then they are prioritized based on input
10 from leadership.

11 Q. I want to take a step back and talk a
12 little bit more about how these items come in. You
13 mentioned that they could be listed on the road map
14 from an internal source. Can you explain a little more
15 by what you mean by internal and how that would end up
16 on the road map?

17 A. Well, sure. All of our -- I shouldn't say
18 all of employees, but a lot of employees use the
19 products, whether it is testing or to do their work,
20 and in the process of that, have ideas of changes to
21 make and new features, so they do submit those and we
22 track them on the road map.

23 Q. Did Mr. Lombardo, to your knowledge, ever
24 either bring to you or bring to leadership an idea, an
25 internal idea that he had?

1 A. Yes.

2 Q. What idea -- or what ideas were those?

3 A. So he was a strong advocate for things like
4 the Career Concourse, which is a product offering. He
5 also -- let's see, there was a data set that we created
6 called GDP. He was a strong advocate of that as well.
7 There was a feature called Clippy(ph). I'd have to
8 look at the road map to be more specific.

9 Q. With respect to Career Concourse, you said
10 he was an advocate. Was this his idea?

11 A. No. No, it was an existing product and
12 what was on the table was, should we revamp and build a
13 new version of it or not.

14 Q. And he was an advocate of rebuilding a new
15 version of that, correct?

16 A. Yes, correct. So, again, I wasn't involved
17 in the day-to-day of sales, but my recollection of it
18 was that, you know, he was telling us that it was
19 something that he needed to be able to sell to the
20 education sector.

21 Q. Did he actually develop Career Concourse?

22 A. No.

23 Q. Who did?

24 A. My development team.

25 Q. Do you know whether -- let me re-ask that.

1 At the time Mr. Lombardo was an advocate for Career
2 Concourse, was it something that was already on the
3 road map?

4 A. I don't recall.

5 Q. And the next product you mentioned, it
6 was -- and forgive me if I get it wrong -- but it was
7 GDP?

8 A. Yes, GDP.

9 Q. And you said Mr. Lombardo advocated for
10 GDP, correct?

11 A. Correct.

12 Q. Can you tell me a little about what GDP is?

13 A. So GDP is a data set that we compute the
14 GDP, the gross domestic product, for an individual
15 region, which is not something that is otherwise
16 available. And I am trying to recall back to when we
17 were discussing this, but I believe there was a
18 prospect in particular that really needed us to have
19 this data set in order for them to buy JobsEQ, and
20 that's, I think where a lot of Rick's -- you know, his
21 support behind GDP was coming from that, that he needed
22 it to close that sale.

23 Q. So would this have been a product or an
24 idea that Mr. Lombardo -- well, let me step back. Who
25 would Mr. Lombardo send -- with respect to GDP, who did

1 Mr. Lombardo send -- or, that's not fair.

2 How did Mr. Lombardo bring -- who did

3 Mr. Lombardo bring this idea to?

4 A. I don't recall specifically with that one.

5 I mean, in general, we would capture these -- he may

6 have just walked down the hall and told myself or Greg

7 Chmura about it. Otherwise, we would capture them

8 through -- like, they would log them in their notes in

9 Salesforce and then we certainly would have a

10 discussion around them at that monthly sales meeting I

11 mentioned where they would go around the table and talk

12 about things they are hearing from customers.

13 Q. Was GDP an instance where Mr. Lombardo

14 would have been passing through a request from a

15 potential client or clients?

16 MR. MICHALIK: Object to the form of the

17 question. You can answer.

18 A. If my recollection is correct, in this case

19 it was a prospect.

20 Q. Did Mr. Lombardo help develop GDP?

21 A. No.

22 Q. You also mentioned Clippy. Can you explain

23 what Clippy is?

24 A. A Clippy is a feature on our road map

25 currently that is still kind of conceptual, but would

1 allow our users to create a customer board based on the
2 data in JobsEQ.

3 Q. And how was this idea brought to your
4 attention?

5 A. I don't remember where it originated, but
6 Rick would bring it up often. It's something that our
7 competitor has.

8 Q. Now, you said that there were other ways
9 for items to get on the road map, which were support
10 requests, correct?

11 A. That's correct.

12 Q. Can you explain that a little bit further?

13 A. Sure. If a user has -- they can't --
14 let's, just for example, say they can't find some data
15 they need, they may initiate a support request, which
16 means they may open a chat window with our support
17 team. They may call or email their account manager and
18 would say, you know, do you have GDP data. And, you
19 know, so in some cases, the answer would be, no, we
20 don't. But whoever was receiving that request then
21 would take some information and we would get it logged
22 onto the road map.

23 Q. And then you also mentioned that the sales
24 team would hear from users or prospects, correct?

25 A. Correct.

1 Q. And how were those filtered -- who were
2 those requests filtered to?

3 MR. MICHALIK: Object to the form of the
4 question. You can answer.

5 A. So I don't know if sales had an official
6 procedure on how those were to be reported. There were
7 instances where Rick would, you know, tell them to Greg
8 or myself directly, and then like I said, I would also
9 hear them through that monthly sales meeting.

10 Q. Do you recall any specific items on the
11 road map that, other than Career Concourse, GDP and
12 Clippy, that Mr. Lombardo brought to management -- or
13 brought to leadership's attention?

14 A. There was one that we call, Employer
15 Database, or Firm List -- we've called it both
16 things -- which was another that a competitor has. It
17 was a feature that -- we have it now, too, but it was a
18 feature that they had and, you know, Rick would come to
19 us with prospects that were asking for it or saying
20 that they needed it in order to switch to JobSEQ.

21 Q. Did Mr. Lombardo have any hand in
22 developing Employer -- Employer or Firm List, is that
23 what it is called?

24 A. Employer Database is --

25 Q. Okay. Let me re-ask my question then.

1 Did Mr. Lombardo have any hand in
2 developing Employer Database?

3 MR. MICHALIK: Object to the form.

4 A. I have to review my notes on that. So
5 there were some features where we needed some
6 additional specifications of what the users really
7 needed, and in the those cases, we would often leverage
8 the account manager to connect us with customers, or
9 facilitate a conversation with those customers so that
10 we could capture those requirements. I don't recall if
11 Employer Database was one of those or not.

12 Q. But it is possible you may have asked
13 Mr. Lombardo to reach out to his contacts to get
14 feedback; is that fair?

15 A. Yeah, that's fair.

16 Q. Was Mr. Lombardo present in any meetings
17 where the priority of the items on the road map were
18 discussed?

19 A. If he was, I don't recall.

20 Q. And you testified that the road map was
21 prioritized by the number of requests and the level of
22 effort, correct?

23 A. Well, those were two factors, correct.

24 Q. What other factors were there?

25 A. So, also if it could be to a large sale, we

1 may give that more weight, may have given it more
2 weight. And then, also, things like availability of
3 resources.

4 Q. Was Mr. Lombardo involved in the decision
5 -- let me rephrase. Was Mr. Lombardo involved in the
6 prioritization of the items on the road map?

7 MR. MICHALIK: Object to the form.

8 A. I think so. His input, especially with
9 regard to the prospects, you know, and if it would help
10 close a large deal, was critical.

11 Q. So leadership factored in his input; is
12 that correct?

13 A. Yes.

14 Q. Did Mr. Lombardo have the ultimate decision
15 making authority to determine what items on the road
16 map would be prioritized?

17 A. No.

18 Q. Can you think of any instances in which
19 Mr. Lombardo pressed for a particular item on the road
20 map to move forward and as a result of his requests,
21 that occurred?

22 A. Yes, GDP. Like I said, he was a strong
23 advocate for that. Career Concourse. And I actually
24 was against redoing the Career Concourse. I wanted to
25 retire it, but, you know, we gave some strong weight to

1 Rick's input that we should revamp it so that we can
2 sell it.

3 Q. Could Rick -- could Mr. Lombardo
4 independently decide the priority of the project on
5 road map?

6 A. No.

7 Q. Beyond being an advocate, did Mr. Lombardo
8 have any other role in the road map?

9 A. Yes. Until recently, I didn't have a
10 product management team, and so the account managers
11 kind of served as -- you know, they would gather data
12 from customers to help make these, kind of what we call
13 a product decision, or road map decision. And so Rick
14 was really good at identifying what the customers were
15 looking for and what the competitors had that we needed
16 to add.

17 Q. But Mr. Lombardo didn't actually do the
18 adding of the product, correct?

19 A. What do you mean by the adding?

20 Q. Well, I think that was your word. I guess
21 let me restate.

22 So Mr. Lombardo's role so far was
23 advocating on behalf of projects on the road map,
24 correct?

25 A. Yes.

1 Q. And gathering information from clients or
2 prospects to bring to you or others in leadership about
3 projects on the road map; is that correct?

4 A. Road map, yes.

5 Q. Did Mr. Lombardo do anything else with
6 respect to the road map?

7 A. Yes. Like I said, if we needed additional
8 specifications -- so once we, you know, were seriously
9 thinking about an item on the road map, if we needed
10 additional specifications, Rick would help us get
11 those, whether that was facilitating a call with the
12 user or, you know, just going out and getting that
13 information directly.

14 Q. Would he be directed to do that by someone?

15 A. Yeah, we would send a request to him.

16 Q. Now, you were based in the Cleveland
17 office, correct?

18 A. Correct.

19 Q. And Mr. Lombardo was also based in the
20 Cleveland office, right?

21 A. That's correct.

22 Q. Did you interact with Mr. Lombardo
23 routinely?

24 A. Yes.

25 Q. How would you describe Mr. Lombardo's work

1 habits?

2 A. In terms of what?

3 Q. Did you have the opportunity to observe him
4 routinely throughout the week?

5 A. No. So his office was across -- he was in
6 the back of the building and I was in the front. So I
7 wasn't there routinely.

8 Q. How frequently would you see him in any
9 given week?

10 A. Well, I would see him every day he is in
11 the office. I mean, the walls are glass, so.

12 Q. All right. Could you see each other from
13 your respective offices?

14 A. No, if I was sitting in my -- at my desk, I
15 could not see him, but if I got up, you know, to walk
16 around, then, yeah, I could see him at his desk.

17 Q. So -- do you have an office at Chmura, like
18 a physical office with walls?

19 A. Yes.

20 Q. Was Mr. Lombardo also in an office?

21 A. Not in the sense that it was a private
22 office. He was in -- we had a space just for Sales and
23 he was at that, at a workstation in that space.

24 Q. Can you describe the space?

25 A. Yeah, it is in the back of the building on

1 the second floor. There is a glass wall and a glass
2 door, and there is a -- a four-seat workstation. We
3 later added a private office in that space for the
4 sales manager.

5 Q. How many floors does Chmura have at the
6 building in Cleveland?

7 A. Three floors.

8 Q. Were you and Mr. Lombardo on the same
9 floor?

10 A. Yes.

11 Q. Of those three floors, were you on the
12 first floor, second floor or third floor?

13 A. The second floor, which is the top floor.
14 There is a lower level.

15 Q. Okay. How tall is the building?

16 A. Two stories.

17 Q. So it had a basement, first floor, and
18 second floor; is that correct?

19 A. Correct.

20 Q. What was on the third floor?

21 A. That's the roof.

22 Q. Sorry. I'm sorry. Forgive me. What was
23 on the first floor?

24 A. The first floor, there are some developers
25 -- so there are work stations there. It is a mix of

1 developers and data governance. We also have a kitchen
2 on the first floor, conference room, and a little,
3 like, not reception, but like some chairs when you --
4 like a little lobby area.

5 Q. And what was in the basement?

6 A. More workstations, a ping-pong table,
7 bathroom, and our servers.

8 Q. What time did you typically -- what time do
9 you typically arrive at work?

10 A. It's changed over time. I used to get in
11 really early at 6:00 to 6:30. Lately, I have been
12 getting in around 7:00. Well, lately, I have been
13 working from home, but prior to that, 7:00.

14 Q. Sure. When did you change from getting in
15 between 6:00 and 6:30 to getting in around 7:00?

16 A. It was the spring of 2018. I was getting
17 in early because I did a yoga practice in the morning.
18 I had a knee injury that spring and stopped doing yoga.

19 Q. Would you observe Mr. Lombardo arrive at
20 work?

21 A. Not usually. At that point, I was seated
22 at my desk, so I couldn't see, you know, when he would
23 come in.

24 Q. Do you have any sense of when Mr. Lombardo
25 would begin his workday?

1 A. I mean, my impression was he was there in
2 the seven o'clock hour. I didn't pay close enough
3 attention to say specifically.

4 Q. And what leads you to that impression?

5 A. I would usually get up from my desk at some
6 point in that seven o'clock hour and would see him
7 there.

8 Q. And that was pretty regular that you would
9 see him there in the seven o'clock hour?

10 A. That's my impression.

11 Q. What time did you regularly leave the
12 office?

13 A. Between 5:00 and 5:30.

14 MS. COOPER: And I just want the record to
15 reflect that Mr. Lombardo was not here this morning,
16 but he is now joining us. He is now present in the
17 room.

18 Q. Would you see -- would you interact with
19 Mr. Lombardo before you left for the day?

20 A. Yes, if he was there, I would usually wave
21 to everyone on my way out.

22 Q. Was Mr. Lombardo regularly still there when
23 you would leave for the day?

24 A. I can't remember specifically enough to say
25 regularly. I mean, I definitely would see him at times

1 and wave.

2 Q. Do you know how many times?

3 A. I didn't keep track.

4 Q. Did you observe Mr. Lombardo's lunch
5 habits?

6 A. No.

7 Q. You mentioned that there was a ping-pong
8 table in the office. Do people use it?

9 A. Yes.

10 Q. When do people play ping-pong in the
11 office?

12 A. Between 12:00 and 1:00 -- noon and
13 1:00 p.m.

14 Q. Did Mr. Lombardo ever play ping-pong
15 between 12:00 and 1:00?

16 A. Not regularly, but we did have some, like,
17 office-wide tournaments that he participated in.

18 Q. How often would those tournaments occur?

19 A. A few times a year.

20 Q. The calculation that we -- the spreadsheet
21 that we went over last week, do you believe that
22 accurately reflects all of the hours Mr. Lombardo
23 worked?

24 A. I believe it's an estimate based on data
25 that was available to me.

1 Q. Do you believe that estimate is accurate?

2 A. Based on data, yes.

3 Q. How about based on your observation?

4 A. It's consistent with my observations.

5 Q. What are your daily job duties? What makes
6 your typical day?

7 A. Sure. So, ultimately, it all centers
8 around the software products. So I -- at the beginning
9 of the day, I would catch up on some emails, maybe
10 address any operational -- that is, software
11 operational issues. I would have a daily stand-up
12 meeting at the 10o'clock hour with our development team
13 and with our data teams, and then the rest of the day
14 would be, you know, meeting with individual developers
15 and with product managers, working on some code,
16 perhaps doing deployments.

17 Q. Tell me about your -- well, do you have a
18 name for your department?

19 A. We refer to it as the I.T. Department.

20 Q. Who makes up your I.T. Department and what
21 are their positions?

22 A. You want a list of every name?

23 Q. Names or, really, more job function.

24 A. Job functions? Sure. So as it exists
25 today, I have the -- I have what I call the App, A-P-P,

1 Development Team that is made up of various software
2 developers. So it could be anybody from a senior
3 software developer to a front-end developer.

4 There is a Data Team. That team is made up
5 -- we -- the title we give them is data scientists,
6 but, essentially, another type of developer. And then
7 we have the product team, which is our product manager
8 and product owner.

9 Q. What does the product manager do?

10 A. So the product manager is now responsible
11 for organizing all those requests we talk about that go
12 into the road map, organizing all of those, specking
13 them out, facilitating the conversation between the
14 various stakeholders; so, leadership, sales, support,
15 marketing.

16 Can we pause for one second?

17 Q. Sure.

18 - - - - -

19 (Short recess taken).

20 - - - - -

21 BY MS. COOPER:

22 Q. And you said there was a product -- what
23 was the other title under that team, under the product
24 team?

25 A. Product owner.

1 Q. What do they do?

2 A. The product owner? You can think of it as
3 being below the product manager, but they -- they
4 handle more of the actual -- like the actual
5 implementation. So that is taking the specifications
6 and relaying those to the development team, or what I
7 call the app team.

8 Q. Who handles the day-to-day, just general
9 technology needs of the employees of the company?

10 A. I handle that, somewhat. I did have an --
11 I don't know what you would call it, like an I.T. guy.
12 We call it a deadlocks, but I did have someone for a
13 while that was helping with that.

14 Q. Do you currently have anyone?

15 A. No.

16 Q. Do you work with any outside vendors?

17 A. Yeah, I mean, we use cloud based services,
18 like our phone system. We don't work that ourselves,
19 the service.

20 Q. Do you work with any I.T. management
21 companies to assist?

22 A. No, no.

23 Q. Was Mr. Lombardo issued a laptop computer
24 by Chmura?

25 A. Not specifically for him. We had some

1 laptops that were shared and that anyone could use.

2 Q. Was he allowed to take one of those out of
3 the office?

4 A. Yes.

5 Q. What programs did Mr. Lombardo have access
6 to on that laptop -- well, let me ask that again.

7 How many laptops, shared laptops are there?

8 A. It varied over time. At one point, there
9 was maybe three.

10 Q. And was Mr. Lombardo granted access to all
11 three of them?

12 A. He could have. I think there was some that
13 were preferred by people, like certain people preferred
14 certain laptops. One of them was kind of old, so
15 nobody liked that one.

16 Q. Fair enough. Turning your attention to
17 late summer or fall of 2019, Mr. Lombardo was working
18 with -- or had access to a particular laptop; is that
19 correct?

20 A. Yes, I believe he was using one of our Dell
21 laptops.

22 Q. And would he, in that period of time, use
23 the same laptop?

24 A. I can't say for sure. We don't have a log,
25 you know, like a sign in/out log.

1 Q. How would an employee get access, or -- how
2 would an employee get access to a laptop?

3 A. They were in the -- we generally kept them
4 in the conference room, so they could just take them
5 from there.

6 Q. Did they have to ask anyone to take one?

7 A. No. I mean within sales. I don't know if
8 they had a policy for that. You know, from the I.T.
9 standpoint, I didn't require any kind of sign out.

10 Q. Are you aware that one particular laptop is
11 at issue in this case?

12 A. Yes.

13 Q. With respect to that laptop, did it have a
14 name or number assigned to it?

15 A. I'm sure it had a name assigned to it. I
16 don't recall what it was.

17 Q. I am going to refer to it for purposes of
18 our next set of questions here, just as 'the laptop';
19 is that okay?

20 A. Okay. That's fine.

21 Q. On the laptop, what programs did
22 Mr. Lombardo have access to?

23 A. We set those up with Microsoft Windows,
24 beyond that, we generally gave the employees -- they
25 would have to request this, but I would generally set

1 them up with admin access to that specific device so
2 that they can install anything they need. Most people
3 install Microsoft Office. I don't recall if that
4 laptop had it or not.

5 Q. Would Mr. Lombardo have done the
6 installation of the apps that he needed on that laptop?

7 A. He could have. I mean, to say that he had
8 the access to do that, I don't recall if I helped him
9 or my I.T. administrator helped him.

10 Q. Do you know specifically what programs
11 Mr. Lombardo had access to on that laptop?

12 A. No.

13 Q. Would he have had, or did he have a profile
14 on that laptop?

15 A. Yes. When he would log in, I mean, Windows
16 would automatically create a profile, if that's what
17 you mean.

18 Q. Was that laptop connected to the servers in
19 some way?

20 A. Yeah, so, ultimately, the authentication,
21 the user name and password for that device was
22 controlled by our servers.

23 Q. Was it possible for you, or someone on your
24 team, to change the password remotely to that computer?

25 A. So we could change the password on the

1 server, but it wouldn't change on that specific
2 computer. I would have to research this further, but I
3 don't think it would change on that computer until it
4 was brought back to the office and reconnected to the
5 network.

6 Q. Did that laptop have any software installed
7 on it that would allow remote access?

8 A. Well, remote desktop is built into Windows,
9 but we did not install any kind of remote, you know,
10 like, management software.

11 Q. Do you have any personal knowledge of what
12 programs Mr. Lombardo accessed on that laptop?

13 A. No.

14 Q. Does Chmura utilize any type of office --
15 is Chmura a B.Y.O.D, or bring your own device, with
16 respect to cell phones?

17 A. We don't have a policy one way or another.

18 Q. Does Chmura use any type of mobile device
19 management?

20 A. No.

21 Q. For either cell phones or -- sorry, with
22 regard to mobile devices -- actually, let me take that
23 back.

24 With respect to the laptops, was there any
25 kind of multi-factor authentication either used to

1 access -- well let me start with, was there any
2 multi-factor authentication to log in to the computer?

3 A. Not to log in to the computer, no.

4 Q. How about to log in to any of the apps that
5 could have been on the computer?

6 A. Yes. I don't remember when we implemented
7 that, but at a certain point, we started using
8 multi-factor to access any of the Office 365 based
9 services, so, primarily, email.

10 Q. And what MFA was used?

11 A. The user could pick between -- they could
12 get a text message, they could use an app, they could
13 have a voice call come through. I think those were the
14 only three options. Technically, there is a key fob
15 option, but we didn't have that set up.

16 Q. Other than Office 365, did any of the other
17 apps require a multi-factor authentication?

18 A. That's the only one that I managed that had
19 it turned on.

20 Q. Was somebody else managing the other apps?

21 A. Some of them. So, specifically,
22 GoToMeeting and Salesforce, those were handled by
23 someone else. I mean, you know, I could get in. If
24 they would give me their password, I could get in to
25 help, but I didn't generally get into those.

1 Q. Who was managing GoToMeeting?

2 A. For a time it was Greg Chmura.

3 Q. What about Salesforce?

4 A. Same. I helped set that up originally but
5 then handed it off to the various sales managers. I
6 don't spend a lot of time with Greg.

7 Q. When you would log in to Salesforce using
8 somebody else's password to help them, do you recall
9 being asked for some additional authentication method?

10 A. Yeah, so Salesforce, I think, would send an
11 email with a code or something that you have to put in.

12 Q. Now, Mr. Lombardo's employment was
13 terminated by Chmura, correct?

14 A. Yes, that's my understanding.

15 Q. At the time of his termination, did you
16 take any action with respect to the laptop issued by
17 Chmura?

18 A. Not specifically the laptop.

19 Q. Why don't you walk me through -- what
20 actions did you take when Mr. Lombardo was terminated?

21 A. So the kind of shut down checklist I follow
22 is we disable their network accounts. So, again,
23 that's what's used to log in to the laptop. And when
24 that laptop is synced with the server, at some point it
25 should turn off.

1 We lock down the Office 365 account as well
2 and then turn off things like the other various apps,
3 so GoToMeeting, JobsEQ. Well, Greg would do
4 GoToMeeting. I would turn off JobsEQ. Greg would do
5 Salesforce. I would disable the key fob to the
6 building.

7 Q. And did you do all those things with
8 respect to Mr. Lombardo?

9 A. I believe so.

10 Q. Do you recall when you did that?

11 A. Not specifically.

12 Q. Once those steps were taken, what would
13 Mr. Lombardo have had access to on the laptop?

14 A. He would still be able to access any files
15 he had on that laptop. The email, I'm not quite sure.
16 I'd have to research that. My understanding is that
17 once we disabled his email account, that he wouldn't be
18 able to -- he wouldn't be able to run Outlook, but on
19 the same token, like, we didn't -- we didn't mandate
20 any encryption on those laptops, so the files would
21 still be there.

22 Q. Why did Chmura not mandate encryption on
23 the laptop?

24 A. We don't have an I.T. Department in the
25 traditional sense. We are a software development

1 company, so, you know, we just operate pretty lean as
2 far as I.T., you know, that kind of I.T. Department
3 stuff is concerned.

4 Q. Were cell phones required to be encrypted?

5 A. No.

6 Q. I think you mentioned that Chmura has
7 servers, on-site servers; is that correct?

8 A. Correct.

9 Q. What data is stored on those servers?

10 A. There are some shared drives where various
11 members store files just related to, you know, our
12 work. And then the on-site servers are all of our
13 development resources, so all the data we use to build
14 JobsEQ.

15 Q. That's not stored in the cloud, the data
16 for JobsEQ?

17 A. Some of it is. The majority of it is
18 stored on-site. And then one additional thing that's
19 stored on site is our key fob system. You know, it is
20 specific to the building. That's stored on-site as
21 well.

22 Q. With respect to JobsEQ, when a customer
23 purchases JobsEQ, what are they actually purchasing?
24 What do they get and how do they access it?

25 A. Generally, they are purchasing an annual

1 subscription. The terms of that kind of vary, but --
2 so they get a login, or they -- well, they get -- a
3 license includes -- they get the standard four -- I
4 don't know if they changed that -- four logins. So
5 they get a login and that let's them access that
6 software until the subscription is canceled or ends, or
7 whatever.

8 Q. How do they access the software? Is it
9 online, or is it -- are they given software? How did
10 that work?

11 A. It is web based, so online.

12 Q. So if they didn't pay for their service,
13 Chmura could turn it off remotely, correct?

14 A. Correct.

15 Q. In JobsEQ, is it really a database, is that
16 what's behind the software?

17 A. What's behind the software? I -- yeah, the
18 database.

19 Q. So is that the data that's stored on your
20 -- mostly on the servers?

21 A. Oh, I see what -- well, are you speaking
22 about the on-site servers?

23 Q. Yes, yes.

24 A. Yes, but also all -- so we utilized a lot
25 of various input to build our data sets, raw data. So

1 all of those raw data, which the customers can't access
2 directly, are on our servers.

3 Q. Were you involved in the production of the
4 documents in this case?

5 A. Somewhat. So since I manage Office 365, I
6 did some exports from the email system, and then I also
7 pulled some of the -- like the key fob logs. You know,
8 basically, the logs that I had access to.

9 Q. With respect to the Office 365 export, what
10 did you search specifically?

11 A. So there was -- our attorneys requested
12 certain email accounts --

13 MR. MICHALIK: I am going to object. I am
14 going to object to any inquiry into communications
15 between Mr. Chmura and counsel and instruct him not to
16 divulge any communication you had with outside counsel,
17 or with other people within Chmura who were reporting
18 the advice or requests of the outside counsel. So
19 please do not divulge those communications.

20 THE WITNESS: Understood.

21 Q. Let me ask a new question. You said you
22 exported information out of the Office 365; is that
23 correct?

24 A. Correct.

25 Q. Did you look at certain custodians to

1 export that information?

2 A. I don't know what that means.

3 Q. Did you look at certain users to export
4 that information?

5 A. Yes.

6 Q. Which users did you review?

7 A. So I exported Rick and Eli and their --
8 like their entire mailbox.

9 Q. Anybody else?

10 A. And then I exported -- I don't remember if
11 it was specific users, or if we did everyone based on
12 on key words.

13 Q. Who provided those key words?

14 MR. MICHALIK: Again, I am going to object
15 to the extent it calls for any communications between
16 outside counsel and either yourself, Mr. Chmura, or as
17 that advice or communications were relayed to you by
18 other people within Chmura, the company, and instruct
19 you not to answer that.

20 MS. COOPER: I think as to who produced or
21 who requested it of him is not an attorney-client
22 confidence. I didn't ask what was requested or what the
23 conversation was. I asked who.

24 MR. MICHALIK: I disagree. I think that
25 that does get into attorney-client communications. You

1 are more than entitled, and you have gotten into what
2 he searched and what he provided to be produced, but
3 the communications that led to that search or that
4 production, particularly if it was with outside
5 counsel, is absolutely privileged, and is black letter
6 privileged.

7 MS. COOPER: I disagree, but I will move
8 on.

9 Q. Other than Office 365, did you review any
10 other -- or did you pull any other -- from any other
11 sources?

12 A. Yes, the key fob logs, the phone system
13 logs and the ADT security notifications.

14 Q. What is Onstage portal?

15 A. It's a messaging platform.

16 Q. And how does Chmura use that?

17 A. Some of our documents are stored there; for
18 example, road map was stored there for a time.

19 Q. Did you search Onstage portal in producing
20 documents?

21 A. I did not.

22 Q. Do you know if anyone did?

23 A. I don't know that.

24 Q. Who has access to Onstage portal?

25 A. All Chmura employees have access.

1 Q. Do you know what type of information is
2 stored on it?

3 A. There is a large amount of information.

4 Q. Is Onstage portal a cloud-based service?

5 A. No.

6 Q. Is Onstage portal system -- the information
7 within there, is that stored on the on-site servers?

8 A. No, it is not stored on on-site servers.

9 Q. Where is it stored?

10 A. It is stored in our production servers.

11 Q. And where are the production servers?

12 A. They are located in a data center offsite.

13 Q. Is there anything else located in that data
14 center?

15 A. Yeah, it's a co-location space, so it's --

16 Q. Anything else from Chmura located on that
17 offsite data server?

18 A. Yes, so all of our -- anything we consider
19 production is -- I take that back because some of is
20 cloud based. JobsEQ. The primary JobsEQ application
21 and database is stored there.

22 Q. Once you had collected the information from
23 Office 365, what did you do with it?

24 A. I am not sure I can answer that. It
25 involves communication with my attorney.

1 Q. Okay. Did you review those documents?

2 A. I did not.

3 Q. Did you just do the document pull?

4 A. Correct.

5 Q. Did you work, generally, with the account
6 managers?

7 A. No. What does "generally" mean?

8 Q. Did you have any interaction with the
9 account managers?

10 A. Yeah, insofar as we are in the same
11 building.

12 Q. Do you -- are you aware of what the job
13 duties of an account manager are?

14 A. In a general sense. I wasn't involved with
15 the specifics of it.

16 Q. What was your general sense?

17 A. Ultimately, their job was to sell JobsEQ,
18 but that involved prospecting, you know, and various
19 forms of prospecting and renewals, because it is a
20 subscription platform.

21 Q. And the account managers, where did they,
22 or -- where were they doing most of their selling from?

23 A. I mean, a lot of it was done over -- you
24 know, like the demos are done over GoToMeeting, so they
25 would do a lot of it from their desk. Various account

1 managers would go to conferences as well.

2 Q. And they were making phone calls from their
3 desks, too, correct?

4 A. Yes.

5 Q. And Mr. Lombardo was an account manager; is
6 that correct?

7 A. Yes.

8 Q. Do you know the distinction between an
9 account manager and a senior account manager?

10 A. No.

11 Q. How often would you interact with the
12 account managers?

13 A. Depends on the day and if anything was
14 broken.

15 Q. Fair enough.

16 A. Or if the phones went out.

17 Q. I think I can relate. How often would
18 Mr. Lombardo interact with you in a business sense?

19 A. Sure. I didn't keep track specifically. I
20 mean, he always had feedback, you know, like I
21 mentioned. I didn't -- for a long time, I didn't have
22 a product management team, so I depended on those
23 account managers to hear what the customers were
24 saying.

25 Q. And then did you also help him with his

1 I.T. issues?

2 A. Yeah. As I mentioned, we are pretty lean
3 on I.T., traditional I.T., so if there was issues, I
4 would help, you know. Like, we also always -- for
5 whatever reasons, we always had printer problems, so,
6 that kind of stuff.

7 Q. Did you interact with Mr. Lombardo outside
8 of the office?

9 A. Not on a regular basis. You know, we had
10 like a couple company parties, Christmas things. He
11 came to a fund raiser that I was having for my son
12 once.

13 Q. Were you involved in the decision to
14 terminate Mr. Lombardo?

15 A. No. I mean, leadership, you know, met on
16 it, but, ultimately, that is not part of my
17 responsibility in I.T.

18 Q. And tell me, you may have already told me
19 this last week, but can you tell me who constitutes
20 leadership?

21 A. Yeah. The leadership team is Chris Chmura,
22 Leslie Peterson, myself, Greg Chmura, Sharon Simmons
23 and Xiaobing Shuai.

24 Q. Who made the ultimate decision to terminate
25 Mr. Lombardo?

1 A. I don't know if it was Chris or Leslie.

2 Q. What was your understanding of the reason
3 why Mr. Lombardo was terminated?

4 A. My understanding is he was threatening to
5 -- threatening something, to give away information, or
6 work with our competitors.

7 Q. Do you know when he was terminated?

8 A. End of October 2019.

9 Q. And what, if any, involvement did you have
10 with that decision?

11 A. My involvement was through the leadership
12 team.

13 Q. Did you have any communications with the
14 leadership team regarding his termination?

15 A. Yeah, I mean, we -- we -- I am sure we met
16 via phone. I don't know off the top of my head, but
17 I'm certain there were communications there.

18 Q. Do you recall any specific discussions?

19 A. No. I mean, there were phone calls, but
20 I'd have to -- not off the top of my head.

21 Q. Did you agree with the decision to
22 terminate Mr. Lombardo?

23 A. Yes.

24 Q. And why?

25 A. I mean, at that point, that put at risk

1 everything we have built, so I don't see how -- even
2 though Rick was one of the top performers, we had to
3 look past that and do what was right for the company.

4 Q. Do you have a sense for the performance of
5 the sales team now that Mr. Lombardo is not employed at
6 Chmura?

7 A. Only in the sense that I get a weekly email
8 report with new business -- or like, deals closed. It
9 is hard to compare because of Covid.

10 Q. Is Covid affecting Chmura's JobsEQ side of
11 the business?

12 A. I don't know, and I haven't gotten into the
13 weeds enough to know if it is Covid or the sales team
14 or what.

15 Q. Is performance down since Mr. Lombardo's
16 departure?

17 A. My sense is, yes, but I don't -- I honestly
18 don't look at the numbers close enough to say, you
19 know, for sure.

20 MS. COOPER: I am going to excuse
21 Mr. Lombardo from the room because I am going to show
22 what's been marked as a highly confidential document.

23 - - - - -

24 (Short recess taken).

25 (Mr. Lombardo exited the room).

1 - - - - -

2 BY MS. COOPER:

3 Q. I am going to show you what's been marked
4 as Defendant's Exhibit X. If you could, just take a
5 look at this document.

6 - - - - -

7 (Thereupon, Previously Marked Exhibit
8 X, Copy Highly Confidential Copy of
9 Email Dated 10/2/2019 Bates
10 CHMURA0201264-269, was shown for
11 purposes of identification.)

12 - - - - -

13 MR. MICHALIK: Christine, can you email
14 that to me also so I can have it?

15 MS. COOPER: I will. Give me one moment so
16 I can have control of the screen.

17 Q. Do you recall seeing this document?

18 A. The email?

19 Q. Keep going. Keep going, I'm sorry. Page
20 through and after you've had a chance to look at it, I
21 will ask you my questions.

22 A. (Reviewing.)

23 Up to this point, (indicating), yes, this
24 looks like Salesforce data, some things. Should I keep
25 going?

1 Q. Yeah, go ahead and page through it. Just
2 tell me when you are ready and I will ask you some
3 questions on it. Of course, it's upside down, as well
4 (indicating).

5 Have you seen this before?

6 A. So this all looks familiar up to Page 9.
7 It is possible I saw that stuff after Page 9.

8 Q. I am going to steal control for a second
9 here.

10 This is an email sent from Greg Chmura to,
11 it looks like, Chris Chmura, Leslie Peterson, you,
12 Sharon Simmons and Eli Auerbach; is that correct?

13 A. Yes, that's what it looks like.

14 Q. And it is regarding a proposed
15 reorganization structure, correct?

16 A. That's my understanding.

17 Q. Were you involved in the discussions
18 regarding a reorganization of the sales team?

19 A. I don't recall. There was a presentation
20 that that is referencing, and I don't remember if I was
21 in that presentation, or if I saw that content when it
22 was emailed out here.

23 Q. Do you have any involvement with the
24 decision making of the reorganizations of the sales
25 team?

1 A. Not directly. Leadership -- the leadership
2 team discussed it, then I likely was involved in that.
3 I don't remember.

4 Q. Do you have any specific recollection of
5 any conversations about it?

6 A. No.

7 Q. Do you remember any discussions around this
8 time regarding the termination of Mr. Lombardo?

9 A. Not specifically. I vaguely recall there
10 was a concern that, you know, not all of the account
11 managers would be happy about this change. I am sure
12 we were thinking of Rick being one of the top
13 performers.

14 Q. Do you recall why they wouldn't -- why did
15 account managers, or potential -- do you remember why
16 some of the account managers may not have been happy
17 about this change?

18 A. Yeah, I -- again, I'm not in the day-to-day
19 sales, so this is kind of my general sense of it, but
20 any time you are messing with the territories or the
21 structure of the sales department, people get upset.

22 Q. Did Mr. Lombardo ever speak to you about
23 the restructure?

24 A. I don't recall.

25 Q. Was the sales team, to your knowledge,

1 ultimately restructured?

2 A. I don't think it was.

3 Q. Do you recall anything else about the sales
4 team restructuring?

5 MR. MICHALIK: Object to the form of the
6 question.

7 A. No, not specifically.

8 Q. Was Chmura concerned -- Chmura, the
9 business, or anyone at it, concerned about the costs of
10 the sales team, the compensation costs of the sales
11 team?

12 A. If that came up in leadership, I don't
13 recall the specifics. So I can answer for myself, no,
14 they -- you know, if they are selling, then they are
15 commission based, that means they are closing deals and
16 bringing in revenue.

17 Q. And to your knowledge, was Mr. Lombardo one
18 of the top performing sales reps?

19 A. Yes.

20 Q. Sorry, let me use the right term, and I
21 talked over you.

22 Was Mr. Lombardo one of the top performing
23 account managers?

24 A. I believe he was, yeah.

25 Q. Was there a vote amongst leadership to

1 terminate Mr. Lombardo?

2 A. Hmm, I don't remember one way or another.

3 Q. Do you recall any discussion about getting
4 Mr. Lombardo to resign?

5 A. No. I think Eli maybe was proposing
6 something. And, again, I don't remember if it was
7 during this meeting or something that came to
8 leadership, but I don't recall any specifics.

9 MS. COOPER: All right. I am going to put
10 this back and go off the record.

11 - - - - -

12 (Short recess taken.

13 Mr. Lombardo rejoined the deposition.)

14 - - - - -

15 MS. COOPER: Okay. I am just going to go
16 through my outline quickly, but I think I am about done
17 here.

18 MR. MICHALIK: Christine, do you want five
19 minutes to do that, so I can step away for a second?

20 MS. COOPER: Yeah, that would be great.
21 That would be fine.

22 - - - - -

23 (Short recess off the record.)

24 - - - - -

25 MS. COOPER: Mr. Chmura, I want to thank

1 you for your time. I don't have any further questions
2 for you.

3 THE WITNESS: Okay.

4 MR. MICHALIK: I have no questions for
5 Mr. Chmura. We would like to read and sign, and, also,
6 as with the other depositions, a rough.

7

8 (Whereupon, deposition was concluded at 10:37 a.m.)

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

1 Whereupon, Counsel was requested to give instruction
2 regarding the witness's review of the transcript
3 pursuant to the Civil Rules.

4

5 SIGNATURE:

6

7 Transcript review was requested pursuant to the
8 applicable Rules of Civil Procedure.

9

10 TRANSCRIPT DELIVERY:

11 Counsel was requested to give instruction regarding
12 delivery date of transcript.

13 Mr. Michalik, Rough and Original
14 transcript, yes.

15 Attorney Cooper deferred at the time of the
16 deposition.

17

18

19

20

21

22

23

24

25

REPORTER'S CERTIFICATE

The State of Ohio,)

SS:

County of Cuyahoga.)

I, KELLIANN D. LINBERG, RPR, a Notary Public within and for the State of Ohio, duly commissioned and qualified, do hereby certify that the within named witness, JOHN L. CHMURA, was by me first duly sworn to testify the truth, the whole truth and nothing but the truth in the cause aforesaid; that the testimony then given by the above-referenced witness was by me reduced to stenotypy in the presence of said witness; afterwards transcribed, and that the foregoing is a true and correct transcription of the testimony so given by the above-referenced witness.

I do further certify that this deposition was taken at the time and place in the foregoing caption specified and was completed without adjournment.

1 I do further certify that I am not a
2 relative, counsel or attorney for either party, or
3 otherwise interested in the event of this action.
4

5 IN WITNESS WHEREOF, I have hereunto set my
6 hand and affixed my seal of office at Cleveland, Ohio,
7 on this 14th day of May, 2020.
8
9
10

11 
12

13 Kelliann D. Linberg, R.P.R.,
14 Notary Public within and for
15 the State of Ohio
16

17 My commission expires May 25, 2024.
18
19
20
21
22
23
24
25

Page 141

Veritext Legal Solutions
1100 Superior Ave
Suite 1820
Cleveland, Ohio 44114
Phone: 216-523-1313

May 14, 2020

To: Christopher M. Michalik, Esq.

Case Name: Chmura Economics & Analytics, LLC v. Lombardo, Richard

Veritext Reference Number: 4103611

Witness: John L. Chmura Deposition Date: 5/5/2020

Dear Sir/Madam:

Enclosed please find a deposition transcript. Please have the witness review the transcript and note any changes or corrections on the included errata sheet, indicating the page, line number, change, and the reason for the change. Have the witness' signature notarized and forward the completed page(s) back to us at the Production address shown above, or email to production-midwest@veritext.com.

If the errata is not returned within thirty days of your receipt of this letter, the reading and signing will be deemed waived.

Sincerely,
Production Department

NO NOTARY REQUIRED IN CA

Veritext Legal Solutions

www.veritext.com

888-391-3376

DEPOSITION REVIEW
CERTIFICATION OF WITNESS

ASSIGNMENT REFERENCE NO: 4103611

CASE NAME: Chmura Economics & Analytics, LLC v. Lombardo,
Richard

DATE OF DEPOSITION: 5/5/2020

WITNESS' NAME: John L. Chmura

In accordance with the Rules of Civil
Procedure, I have read the entire transcript of
my testimony or it has been read to me.

I have made no changes to the testimony
as transcribed by the court reporter.

Date John L. Chmura

Sworn to and subscribed before me, a
Notary Public in and for the State and County,
the referenced witness did personally appear
and acknowledge that:

They have read the transcript;

They signed the foregoing Sworn
Statement; and

Their execution of this Statement is of
their free act and deed.

I have affixed my name and official seal

this _____ day of _____, 20____.

Notary Public

Commission Expiration Date

DEPOSITION REVIEW
CERTIFICATION OF WITNESS

ASSIGNMENT REFERENCE NO: 4103611

CASE NAME: Chmura Economics & Analytics, LLC v. Lombardo,
Richard

DATE OF DEPOSITION: 5/5/2020

WITNESS' NAME: John L. Chmura

In accordance with the Rules of Civil
Procedure, I have read the entire transcript of
my testimony or it has been read to me.

I have listed my changes on the attached
Errata Sheet, listing page and line numbers as
well as the reason(s) for the change(s).

I request that these changes be entered
as part of the record of my testimony.

I have executed the Errata Sheet, as well
as this Certificate, and request and authorize
that both be appended to the transcript of my
testimony and be incorporated therein.

Date

John L. Chmura

Sworn to and subscribed before me, a
Notary Public in and for the State and County,
the referenced witness did personally appear
and acknowledge that:

They have read the transcript;

They have listed all of their corrections
in the appended Errata Sheet;

They signed the foregoing Sworn
Statement; and

Their execution of this Statement is of
their free act and deed.

I have affixed my name and official seal
this _____ day of _____, 20____.

Notary Public

Commission Expiration Date

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19

ERRATA SHEET
VERITEXT LEGAL SOLUTIONS MIDWEST
ASSIGNMENT NO: 4103611

PAGE/LINE(S) / CHANGE /REASON

Date John L. Chmura
SUBSCRIBED AND SWORN TO BEFORE ME THIS _____
DAY OF _____, 20____.

Notary Public

Commission Expiration Date

24
25

[& - asking]

Page 1

&	126:23	121:24 122:5,8	advocated 98:9
& 88:5 92:25 141:6 142:3 143:3	3681 88:20 3:19 88:6	123:1,8 125:24,25 accessed 117:12	advocating 104:23
0	4	account 100:17	affect 94:11
00813 88:6	4103611 141:7 142:2 143:2 144:2	102:8 104:10 120:1,17 127:5,9	affixed 140:6 142:15 143:21
1	44114 89:5 141:2	127:13,21,25 128:5,9,9,12,23	aforesaid 139:12
10/2/2019 91:6 132:9	5	134:10,15,16 135:23	agree 130:21
10:37 137:8	5 88:16	accounts 119:22	agreed 92:2
10o'clock 111:12	5/5/2020 141:8 142:3 143:3	123:12	ahead 133:1
1100 141:1	5:00 109:13	accurate 111:1	allow 100:1 117:7
1111 89:4	5:30 109:13	accurately 110:22	allowed 114:2
12:00 110:12,15	6	acknowledge	amount 126:3
132 91:5	6 93:11	142:11 143:16	analytics 88:5 92:25 141:6 142:3 143:3
139 90:11	6:00 108:11,15	act 142:14 143:20	annual 121:25
14 141:4	6:30 108:11,15	action 119:16 140:3	answer 93:25 94:20,22 99:17 100:19 101:4 124:19 126:24 135:13
14th 140:7	7	actions 119:20	anybody 112:2 124:9
1820 141:2	7:00 108:12,13,15	actual 113:4,4	app 111:25 113:7 118:12
1:00 110:12,13,15	8	add 104:16	appear 142:11 143:15
2	800 89:10	added 107:3	appearances 89:1 90:3
2 92:6	804-775-1000 89:12	adding 104:18,19	appended 143:11 143:18
20 142:16 143:22 144:22	89 90:3	additional 102:6 105:7,10 119:9 121:18	applicable 138:8
2018 108:16	9	address 111:10 141:15	application 126:20
2019 114:17 130:8	9 133:6,7	adjournment 139:20	apps 116:6 118:4 118:17,20 120:2
2020 88:16 140:7 141:4	91 90:4	admin 116:1	area 108:4
2024 140:17	92 90:8	administrator 116:9	arrive 108:9,19
216-523-1313 141:3	9:00 88:16	ad 125:13	asked 102:12 119:9 124:23
216-539-9370 89:6	a	advice 123:18 124:17	asking 92:13 93:15 101:19
2225 140:12	a.m. 88:16 137:8	advocate 97:3,6,10 97:14 98:1 103:23 104:7	
23219-3916 89:11	able 97:19 120:14 120:18,18		
25 140:17	absolutely 125:5		
2500 89:4	access 114:5,10,18 115:1,2,22 116:1,8 116:11 117:7 118:1,8 120:13,14		
3			
30 93:11			
365 118:8,16 120:1 123:5,9,22 125:9			

[assigned - christine]

Page 2

assigned 115:14 115:15 assignment 142:2 143:2 144:2 assist 113:21 attached 143:7 attention 100:4 101:13 109:3 114:16 attorney 124:21 124:25 126:25 138:15 140:2 attorneys 123:11 auerbach 133:12 authentication 116:20 117:25 118:2,17 119:9 authority 103:15 authorize 143:11 automatically 116:16 availability 103:2 available 98:16 110:25 ave 141:1 avenue 89:4 aware 115:10 127:12	135:15 basement 107:17 108:5 basically 123:8 basis 129:9 bates 91:6 132:9 bathroom 108:7 beginning 111:8 behalf 89:2,8 104:23 believe 93:2 98:17 110:21,24 111:1 114:20 120:9 135:24 better 92:21,22 beyond 104:7 115:24 bit 92:18 96:12 100:12 black 125:5 board 100:1 braemar 88:20 bring 96:24,24 99:2,3 100:6 105:2 117:15 bringing 135:16 broader 94:11 broadview 88:21 broken 128:14 brought 100:3 101:12,13 117:4 build 97:12 121:13 122:25 building 106:6,25 107:6,15 120:6 121:20 127:11 built 117:8 131:1 business 128:18 131:8,11 135:9 buy 98:19	c ca 141:25 calculation 110:20 call 100:17 101:14 104:12 105:11 111:25 113:7,11 113:12 118:13 called 95:10 97:6,7 101:15,23 calls 124:15 128:2 130:19 canal 89:10 canceled 122:6 caption 139:19 capture 99:5,7 102:10 career 97:4,9,21 98:1 101:11 103:23,24 case 88:6 99:18 115:11 123:4 141:6 142:3 143:3 cases 100:19 102:7 catch 111:9 cause 139:12 ccooper 89:5 cell 117:16,21 121:4 center 126:12,14 centers 111:7 ceo 93:17 certain 114:13,14 118:7 123:12,25 124:3 130:17 certainly 99:9 certificate 90:11 139:1 143:11 certification 142:1 143:1 certify 139:9,18 140:1	chairs 108:3 chance 132:20 change 108:14 116:24,25 117:1,3 134:11,17 141:13 141:14 143:8 144:3 changed 108:10 122:4 changes 95:15 96:20 141:12 142:7 143:7,9 channels 95:20 chart 93:14,16 chat 100:16 checklist 119:21 chmura 88:5,13 88:20 90:7 92:1,6 92:8,24,24 93:17 93:21 94:17,25 95:9 99:7 106:17 107:5 113:24 117:14,15,18 119:2,13,17 120:22 121:6 122:13 123:15,17 124:16,18 125:16 125:25 126:16 129:21,22 131:6 133:10,11 135:8,8 136:25 137:5 139:10 141:6,8 142:3,4,9 143:3,4 143:13 144:20 chmura's 131:10 chmura0201264... 91:7 132:10 chris 93:17 129:21 130:1 133:11 christine 89:3 92:16 93:10
b b 93:11 b.y.o.d 117:15 back 96:11 98:16 98:24 106:6,25 117:4,23 126:19 136:10 141:15 background 92:14 based 96:9 100:1 105:16,19 110:24 111:2,3 113:17 118:8 122:11 124:11 126:4,20			

[christine - database]

Page 3

132:13 136:18 christmas 129:10 christopher 89:9 141:5 civil 138:3,8 142:5 143:5 clear 93:9 clearly 92:17 cleveland 89:5 105:16,20 107:6 140:6 141:2 client 99:15 124:21,25 clients 99:15 105:1 clippy 97:7 99:22 99:23,24 101:12 close 98:22 103:10 109:2 131:18 closed 131:8 closer 92:21 closing 135:15 cloud 113:17 121:15 126:4,20 cmichalik 89:11 code 111:15 119:11 collected 126:22 come 95:19,20,21 95:22 96:12 101:18 108:23 118:13 coming 98:21 commission 135:15 140:17 142:19 143:25 144:25 commissioned 139:8 communication 123:16 126:25	communications 123:14,19 124:15 124:17,25 125:3 130:13,17 companies 113:21 company 93:4,22 94:12 113:9 121:1 124:18 129:10 131:3 compare 131:9 compensation 135:10 competitor 100:7 101:16 competitors 104:15 130:6 completed 92:11 139:20 141:15 compute 98:13 computer 113:23 116:24 117:2,3 118:2,3,5 conceptual 99:25 concern 134:10 concerned 121:3 135:8,9 concluded 137:8 concourse 97:4,9 97:21 98:2 101:11 103:23,24 conference 108:2 115:4 conferences 128:1 confidence 124:22 confidential 91:6 131:22 132:8 connect 102:8 connected 116:18 consider 126:18 consistent 111:4	constitutes 129:19 contacts 102:13 content 133:21 control 93:4 132:16 133:8 controlled 116:22 conversation 102:9 112:13 124:23 conversations 134:5 cooper 89:3 90:8 92:7,20 93:12 109:14 112:21 124:20 125:7 131:20 132:2,15 136:9,15,20,25 138:15 copy 91:6 132:8,8 corporate 92:11 94:5,5,7 correct 92:25 93:1 93:12 95:11,12 97:15,16 98:10,11 99:18 100:10,11 100:24,25 102:22 102:23 103:12 104:18,24 105:3 105:17,18,21 107:18,19 114:19 119:13 121:7,8 122:13,14 123:23 123:24 127:4 128:3,6 133:12,15 139:16 corrections 141:12 143:17 costs 135:9,10 counsel 123:15,16 123:18 124:16 125:5 138:1,11	140:2 county 139:5 142:10 143:15 couple 129:10 course 133:3 court 88:1 90:14 142:7 covered 92:15 covid 131:9,10,13 create 100:1 116:16 created 97:5 critical 103:10 currently 99:25 113:14 custodians 123:25 custody 90:14 customer 100:1 121:22 customers 99:12 102:8,9 104:12,14 123:1 128:23 cuyahoga 139:5 cv 88:6
			d
			d 88:24 139:7 140:13 daily 111:5,11 data 97:5 98:13,19 100:2,14,18 104:11 108:1 110:24 111:2,13 112:4,5 121:9,13 121:15 122:19,25 122:25 123:1 126:12,13,17 132:24 database 101:15 101:24 102:2,11 122:15,18 126:21

[date - entitled]

Page 4

date 138:12 141:8 142:3,9,19 143:3 143:13,25 144:20 144:25 dated 91:6 132:9 day 94:21,21 97:17,17 106:10 109:19,23 111:6,9 111:13 113:8,8 128:13 134:18,18 140:7 142:16 143:22 144:22 days 141:18 deadlocks 113:12 deal 103:10 deals 131:8 135:15 dear 141:10 decide 94:4,5 104:4 decision 93:22 94:8 103:4,14 104:13,13 129:13 129:24 130:10,21 133:24 decisions 94:2,6 94:11,14,18,24 95:2,6 deed 142:14 143:20 deemed 141:19 defendant's 91:5 132:4 defendants 88:8 89:8 deferred 138:15 definitely 109:25 delivery 138:10,12 dell 114:20 demos 127:24 department 93:19 111:18,19,20	120:24 121:2 134:21 141:22 departure 131:16 depended 128:22 depends 128:13 deployments 111:16 deposition 88:12 92:3,10 136:13 137:8 138:16 139:18 141:8,11 142:1,3 143:1,3 depositions 137:6 describe 94:7 105:25 106:24 description 91:3 designee 93:11 desk 106:14,16 108:22 109:5 127:25 desks 128:3 desktop 117:8 determine 103:15 develop 97:21 99:20 developer 112:3,3 112:6 developers 107:24 108:1 111:14 112:2 developing 101:22 102:2 development 97:24 111:12 112:1 113:6 120:25 121:13 device 116:1,21 117:15,18 devices 117:22 directed 105:14	directly 95:24 101:8 105:13 123:2 134:1 disable 119:22 120:5 disabled 120:17 disagree 124:24 125:7 discussed 102:18 134:2 discussing 98:17 discussion 99:10 136:3 discussions 130:18 133:17 134:7 distancing 92:5 distinction 128:8 district 88:1,2 division 88:3 divulge 123:16,19 document 127:3 131:22 132:5,17 documents 123:4 125:17,20 127:1 doing 108:18 111:16 127:22 domestic 98:14 door 107:2 dr 93:21 94:17,25 drive 88:20 drives 121:10 duly 139:8,10 duties 111:5 127:13	echo 93:5 economics 88:5 92:25 141:6 142:3 143:3 education 97:20 effort 96:8 102:22 either 94:13,17 96:24 117:21,25 124:16 140:2 eli 124:7 133:12 136:5 else's 119:8 email 91:6 100:17 118:9 119:11 120:15,17 123:6 123:12 131:7 132:9,13,18 133:10 141:17 emailed 133:22 emails 111:9 employed 131:5 employee 95:21 115:1,2 employees 96:18 96:18 113:9 115:24 125:25 employer 101:14 101:22,22,24 102:2,11 employment 119:12 enclosed 141:11 encrypted 121:4 encryption 120:20 120:22 ends 122:6 entered 143:9 entire 124:8 142:5 143:5 entitled 125:1
		e	
		e 89:4 earlier 93:2 early 108:11,17 east 89:10 eastern 88:2	

errata 141:13,18 143:7,10,18 144:1 especially 103:8 esq 89:3,9 141:5 essentially 112:6 estimate 110:24 111:1 event 140:3 everybody 92:17 examination 90:7 92:6 example 100:14 125:18 excuse 131:20 executed 143:10 execution 142:14 143:19 exhibit 90:14 91:5 132:4,7 exhibits 90:4 91:1 existing 97:11 exists 111:24 exited 131:25 expiration 142:19 143:25 144:25 expires 140:17 explain 95:13 96:14 99:22 100:12 export 123:9 124:1,3 exported 123:22 124:7,10 exports 123:6 extent 124:15	factor 117:25 118:2,8,17 factored 103:11 factors 102:23,24 fair 99:1 102:14 102:15 114:16 128:15 fall 114:17 familiar 133:6 far 95:7 104:22 121:2 feature 95:14 97:7 99:24 101:17,18 features 96:21 102:5 feedback 102:14 128:20 files 120:14,20 121:11 filtered 101:1,2 financial 94:9 find 100:14 141:11 fine 115:20 136:21 firing 94:10 95:6,7 firm 101:15,22 first 107:12,17,23 107:24 108:2 139:10 fitzgerald 89:3 five 136:18 floor 107:1,9,12 107:12,12,13,13 107:17,18,20,23 107:24 108:2 floors 107:5,7,11 fob 118:14 120:5 121:19 123:7 125:12 follow 119:21 follows 92:5	foregoing 139:15 139:19 142:13 143:18 forgive 98:6 107:22 form 93:24 94:19 99:16 101:3 102:3 103:7 135:5 forms 127:19 forward 103:20 141:15 four 107:2 122:3,4 free 142:14 143:20 frequently 94:16 106:8 front 106:6 112:3 function 111:23 functions 111:24 fund 129:11 further 100:12 117:2 137:1 139:18 140:1	given 103:1 106:9 122:9 139:13,17 glass 106:11 107:1 107:1 go 99:11 112:11 128:1 133:1 136:10,15 going 92:13 105:12 115:17 123:13,14 124:14 131:20,21 132:3 132:19,19,25 133:8 136:9,15 good 92:8,9 104:14 gotomeeting 118:22 119:1 120:3,4 127:24 gotten 125:1 131:12 governance 108:1 government's 92:4 granted 114:10 great 136:20 greg 93:19 99:6 101:7 119:2,6 120:3,4 129:22 133:10 gross 98:14 ground 92:14 group 94:22,23 guess 104:20 guy 113:11
f		g	
facilitate 102:9 facilitating 105:11 112:13 fact 93:10		gateway 89:10 gather 104:11 gathering 105:1 gdp 97:6 98:7,8,10 98:12,13,14,21,25 99:13,20 100:18 101:11 103:22 general 99:5 113:8 127:14,16 134:19 generally 115:3,24 115:25 118:25 121:25 127:5,7 getting 93:5 105:12 108:12,14 108:15,16 136:3 give 103:1 112:5 118:24 130:5 132:15 138:1,11	h
			habits 106:1 110:5 hall 99:6 hand 101:21 102:1 140:6 handed 119:5

[handle - know]

Page 6

handle 113:4,10	100:3	instances 101:7	john 88:13,20 90:7
handled 118:22	ideas 96:20 97:2	103:18	92:1,6 139:10
handles 113:8	identification	instruct 123:15	141:8 142:4,9
happy 134:11,16	132:11	124:18	143:4,13 144:20
hard 93:6 131:9	identifying 104:14	instruction 138:1	joining 109:16
head 130:16,20	ii 88:13	138:11	k
heads 93:19	impact 96:8	interact 105:22	keep 95:1 110:3
hear 92:17 95:23	implementation	109:18 128:11,18	128:19 132:19,19
100:24 101:9	113:5	129:7	132:24
128:23	implemented	interaction 127:8	kelliann 88:24
hearing 92:19	118:6	interested 140:3	139:7 140:13
99:12	impression 109:1	internal 96:14,15	kept 115:3
heights 88:21	109:4,10	96:25	key 118:14 120:5
help 99:20 103:9	included 141:13	internally 95:20	121:19 123:7
104:12 105:10	includes 122:3	involved 94:21	124:12,13 125:12
118:25 119:8	incorporated	97:16 103:4,5	kind 94:11 99:25
128:25 129:4	143:12	123:3 127:14,18	104:11,12 114:14
helped 116:8,9	independently	129:13 133:17	115:9 117:9,25
119:4	104:4	134:2	119:21 121:2
helping 113:13	index 90:1,4 91:1	involvement 130:9	122:1 129:6
hereunto 140:5	indicating 132:23	130:11 133:23	134:19
hierarchy 93:8	133:4 141:13	involves 126:25	kitchen 108:1
highly 91:5 131:22	individual 92:12	issue 115:11	knee 108:18
132:8	98:14 111:14	issued 113:23	know 93:19 94:5,9
hiring 94:10 95:4	information	119:16	95:23 97:18,25
95:5	100:21 105:1,13	issues 111:11	98:20 100:18,19
hmm 136:2	123:22 124:1,4	129:1,3	101:5,7,18 103:9
home 88:20	126:1,3,6,22 130:5	item 95:18 96:7	103:25 104:11
108:13	initiate 100:15	103:19 105:9	105:8,12 106:15
honestly 131:17	injury 108:18	items 96:5,12	108:22 110:2
hour 109:2,6,9	input 96:9 103:8	100:9 101:10	111:14 113:11
111:12	103:11 104:1	102:17 103:6,15	114:25 115:7,8
hours 110:22	122:25	j	116:10 117:9
i	inquiry 123:14	job 111:5,23,24	118:23 121:1,2,11
i.t. 111:19,20	insofar 127:10	127:12,17	121:19 122:4
113:11,20 115:8	install 116:2,3	jobseq 98:19	123:7 124:2
116:9 120:24	117:9	100:2 101:20	125:22,23 126:1
121:2,2 129:1,3,3	installation 116:6	120:3,4 121:14,16	127:18,24 128:8
129:17	installed 117:6	121:22,23 122:15	128:20 129:4,9,15
idea 96:24,25 97:2	instance 99:13	126:20,20 127:17	130:1,7,16 131:12
97:10 98:24 99:3		131:10	131:13,19 134:10

[know - mean]

Page 7

135:14 knowledge 94:17 96:23 117:11 134:25 135:17 koehler 89:3 koehler.law 89:5	legal 141:1 144:1 leslie 89:17 93:17 129:22 130:1 133:11 letter 125:5 141:19 level 94:5,7 96:8 102:21 107:14 leverage 102:7 license 122:3 liked 114:15 linberg 88:24 139:7 140:13 line 141:13 143:7 144:3 list 95:14 101:15 101:22 111:22 listed 96:13 143:7 143:17 listing 143:7 little 92:18 96:12 96:14 98:12 100:12 108:2,4 llc 88:5 89:3 92:25 141:6 142:3 143:3 llp 89:9 lobby 108:4 located 126:12,13 126:16 location 126:15 lock 120:1 log 95:1 99:8 114:24,25 116:15 118:2,3,4 119:7,23 logged 100:21 login 122:2,5 logins 122:4 logs 123:7,8 125:12,13 lombardo 88:8 89:16 96:23 98:1	98:9,24,25 99:1,2 99:3,13,20 101:12 101:21 102:1,13 102:16 103:4,5,14 103:19 104:3,7,17 105:5,19,22 106:20 107:8 108:19,24 109:15 109:19,22 110:14 110:22 113:23 114:5,10,17 115:22 116:5,11 117:12 119:20 120:8,13 128:5,18 129:7,14,25 130:3 130:22 131:5,21 131:25 134:8,22 135:17,22 136:1,4 136:13 141:6 142:3 143:3 lombardo's 104:22 105:25 110:4 119:12 131:15 long 128:21 look 97:8 123:25 124:3 131:3,18 132:5,20 looking 104:15 looks 132:24 133:6 133:11,13 lot 93:5 96:18 98:20 119:6 122:24 127:23,25 lower 107:14 lunch 110:4	majority 121:17 makers 93:22 making 103:15 128:2 133:24 manage 123:5 managed 118:18 management 101:12 104:10 113:20 117:10,19 128:22 manager 100:17 102:8 107:4 112:7 112:9,10 113:3 127:13 128:5,9,9 managers 104:10 111:15 119:5 127:6,9,21 128:1 128:12,23 134:11 134:15,16 135:23 managing 118:20 119:1 mandate 120:19 120:22 map 95:10,13,14 95:18 96:2,5,13,16 96:22 97:8 98:3 99:24 100:9,22 101:11 102:17,20 103:6,16,20 104:5 104:8,13,23 105:3 105:4,6,9 112:12 125:18 marked 91:3,5 131:22 132:3,7 marketing 112:15 mcguire 89:9 mcguirewoods.c... 89:11 mean 94:4 96:15 99:5 104:19 106:11 109:1,25
I 88:13 90:7 92:1,6 139:10 141:8 142:4,9 143:4,13 144:20 laptop 113:23 114:6,18,23 115:2 115:10,13,18,21 116:4,6,11,14,18 117:6,12 119:16 119:18,23,24 120:13,15,23 laptops 114:1,7,7 114:14,21 117:24 120:20 large 102:25 103:10 126:3 late 114:17 lately 108:11,12 leadership 94:23 95:21 96:10,24 103:11 105:2 112:14 129:15,20 129:21 130:11,14 134:1,1 135:12,25 136:8 leadership's 101:13 leads 109:4 lean 121:1 129:2 leave 109:11,23 led 125:3 left 92:10,15 109:19	level 94:5,7 96:8 102:21 107:14 leverage 102:7 license 122:3 liked 114:15 linberg 88:24 139:7 140:13 line 141:13 143:7 144:3 list 95:14 101:15 101:22 111:22 listed 96:13 143:7 143:17 listing 143:7 little 92:18 96:12 96:14 98:12 100:12 108:2,4 llc 88:5 89:3 92:25 141:6 142:3 143:3 llp 89:9 lobby 108:4 located 126:12,13 126:16 location 126:15 lock 120:1 log 95:1 99:8 114:24,25 116:15 118:2,3,4 119:7,23 logged 100:21 login 122:2,5 logins 122:4 logs 123:7,8 125:12,13 lombardo 88:8 89:16 96:23 98:1	m m 89:3,9 141:5 madam 141:10 mailbox 124:8	

[mean - particular]

Page 8

113:17 115:7 116:7,15,17 118:23 127:7,23 128:20 129:15 130:15,19,25 means 100:16 124:2 135:15 meeting 99:10 101:9 111:12,14 136:7 meetings 102:16 member 92:24 members 93:3,4,7 121:11 mentioned 95:5 96:13 98:5 99:11 99:22 100:23 110:7 121:6 128:21 129:2 message 118:12 messaging 125:15 messaging 134:20 met 129:15 130:15 method 119:9 mfa 118:10 micahlik 89:9 92:16,23 93:9,13 93:24 94:19 99:16 101:3 102:3 103:7 123:13 124:14,24 132:13 135:5 136:18 137:4 138:13 141:5 microsoft 115:23 116:3 midwest 141:17 144:1 minutes 136:19 mix 107:25 mobile 117:18,22	moment 132:15 monthly 99:10 101:9 morning 92:8,9,13 108:17 109:15 move 103:20 125:7 moving 92:12 multi 117:25 118:2,8,17 n name 111:18,22 115:14,15 116:21 141:6 142:3,4,15 143:3,4,21 named 139:9 names 111:23 need 92:3 100:15 116:2 needed 97:19 98:18,21 101:20 102:5,7 104:15 105:7,9 116:6 needs 113:9 network 117:5 119:22 new 95:16 96:21 97:13,14 123:21 131:8 noon 110:12 notarized 141:14 notary 88:24 139:7 140:14 141:25 142:10,18 143:15,23 144:23 note 141:12 notes 99:8 102:4 notifications 125:13 number 91:3 96:6 102:21 115:14	141:7,13 numbers 131:18 143:7 o o'clock 109:2,6,9 object 93:24 94:19 99:16 101:3 102:3 103:7 123:13,14 124:14 135:5 observation 111:3 observations 111:4 observe 106:3 108:19 110:4 occur 110:18 occurred 103:21 october 130:8 offering 96:9 97:4 office 105:17,20 106:5,11,17,18,20 106:22 107:3 109:12 110:8,11 110:17 114:3 116:3 117:4,14 118:8,16 120:1 123:5,9,22 125:9 126:23 129:8 140:6 offices 106:13 official 101:5 142:15 143:21 offsite 126:12,17 oh 89:5 122:21 ohio 88:21 139:3,8 140:6,15 141:2 okay 92:21 93:13 95:5 101:25 107:15 115:19,20 127:1 136:15 137:3	old 114:14 once 105:8 120:12 120:17 126:22 129:12 online 122:9,11 onstage 125:14,19 125:24 126:4,6 open 100:16 operate 121:1 operational 111:10,11 opportunity 106:3 option 118:15 options 118:14 order 92:4 98:19 101:20 org 93:14,16 organizing 112:11 112:12 original 138:13 originally 119:4 originated 100:5 outline 136:16 outlook 120:18 outside 113:16 123:16,18 124:16 125:4 129:7 owner 112:8,25 113:2 p p 111:25,25 p.m. 110:13 page 132:19 133:1 133:6,7 141:13,15 143:7 144:3 part 129:16 143:9 participated 110:17 particular 96:7 98:18 103:19 114:18 115:10
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

[particularly - raw]

Page 9

<p>particularly 125:4</p> <p>parties 129:10</p> <p>party 140:2</p> <p>passing 99:14</p> <p>password 116:21 116:24,25 118:24 119:8</p> <p>pause 112:16</p> <p>pay 109:2 122:12</p> <p>people 93:18 110:8,10 114:13 114:13 116:2 123:17 124:18 134:21</p> <p>perfect 92:23</p> <p>performance 131:4,15</p> <p>performers 131:2 134:13</p> <p>performing 135:18,22</p> <p>period 114:22</p> <p>personal 117:11</p> <p>personally 142:11 143:15</p> <p>pertaining 94:25</p> <p>peterston 89:17 93:17,21 94:18 129:22 133:11</p> <p>ph 97:7</p> <p>phone 113:18 125:12 128:2 130:16,19 141:3</p> <p>phones 117:16,21 121:4 128:16</p> <p>physical 106:18</p> <p>pick 118:11</p> <p>ping 108:6 110:7 110:10,14</p> <p>place 92:3 139:19</p>	<p>plaintiff 88:5</p> <p>plaintiffs 89:2</p> <p>platform 125:15 127:20</p> <p>play 110:10,14</p> <p>plaza 89:10</p> <p>please 123:19 141:11,11</p> <p>point 108:21 109:6 114:8 118:7 119:24 130:25 132:23</p> <p>policy 115:8 117:17</p> <p>pong 108:6 110:7 110:10,14</p> <p>portal 125:14,19 125:24 126:4,6</p> <p>positions 111:21</p> <p>possible 96:8 102:12 116:23 133:7</p> <p>potential 99:15 134:15</p> <p>practice 108:17</p> <p>preferred 114:13 114:13</p> <p>presence 139:14</p> <p>present 89:15 102:16 109:16</p> <p>presentation 133:19,21</p> <p>pressed 103:19</p> <p>pretty 109:8 121:1 129:2</p> <p>previous 92:2</p> <p>previously 91:5 92:1 132:7</p> <p>primarily 118:9</p> <p>primary 126:20</p>	<p>printer 129:5</p> <p>prior 108:13</p> <p>prioritization 103:6</p> <p>prioritize 95:17</p> <p>prioritized 96:5,6 96:7,9 102:21 103:16</p> <p>priority 102:17 104:4</p> <p>private 106:21 107:3</p> <p>privileged 125:5,6</p> <p>problems 129:5</p> <p>procedure 101:6 138:8 142:5 143:5</p> <p>process 96:20</p> <p>produced 124:20 125:2</p> <p>producing 125:19</p> <p>product 96:8 97:4 97:11 98:5,14,23 104:10,13,18 111:15 112:7,7,8,9 112:10,22,23,25 113:2,3 128:22</p> <p>production 123:3 125:4 126:10,11 126:19 141:15,17 141:22</p> <p>products 95:16,16 96:19 111:8</p> <p>profile 116:13,16</p> <p>programs 114:5 115:21 116:10 117:12</p> <p>project 104:4</p> <p>projects 104:23 105:3</p> <p>proposed 133:14</p>	<p>proposing 136:5</p> <p>prospect 98:18 99:19</p> <p>prospecting 95:24 127:18,19</p> <p>prospects 100:24 101:19 103:9 105:2</p> <p>provided 124:13 125:2</p> <p>public 88:24 139:7 140:14 142:10,18 143:15,23 144:23</p> <p>pull 125:10 127:3</p> <p>pulled 123:7</p> <p>purchases 121:23</p> <p>purchasing 121:23 121:25</p> <p>purposes 115:17 132:11</p> <p>pursuant 138:3,7</p> <p>put 92:20 96:3 119:11 130:25 136:9</p> <tr> <td colspan="4" style="text-align: center;">q</td></tr> <tr> <td colspan="4"> <p>qualified 139:9</p> <p>question 93:25 94:20 99:17 101:4 101:25 123:21 135:6</p> <p>questions 92:14 115:18 132:21 133:3 137:1,4</p> <p>quickly 136:16</p> <p>quite 120:15</p> </td></tr> <tr> <td colspan="4" style="text-align: center;">r</td></tr> <tr> <td colspan="4"> <p>r.p.r. 140:13</p> <p>raiser 129:11</p> <p>raw 122:25 123:1</p> </td></tr>	q				<p>qualified 139:9</p> <p>question 93:25 94:20 99:17 101:4 101:25 123:21 135:6</p> <p>questions 92:14 115:18 132:21 133:3 137:1,4</p> <p>quickly 136:16</p> <p>quite 120:15</p>				r				<p>r.p.r. 140:13</p> <p>raiser 129:11</p> <p>raw 122:25 123:1</p>			
q																			
<p>qualified 139:9</p> <p>question 93:25 94:20 99:17 101:4 101:25 123:21 135:6</p> <p>questions 92:14 115:18 132:21 133:3 137:1,4</p> <p>quickly 136:16</p> <p>quite 120:15</p>																			
r																			
<p>r.p.r. 140:13</p> <p>raiser 129:11</p> <p>raw 122:25 123:1</p>																			

[reach - road]

Page 10

reach 102:13 read 137:5 142:5,6 142:12 143:5,6,17 reading 141:19 ready 133:2 really 98:18 102:6 104:14 108:11 111:23 122:15 reason 130:2 141:14 143:8 144:3 reasons 129:5 rebuilding 97:14 recall 98:4,16 99:4 101:10 102:10,19 115:16 116:3,8 119:8 120:10 130:18 132:17 133:19 134:9,14 134:24 135:3,13 136:3,8 receipt 141:18 receiving 100:20 reception 108:3 recess 112:19 131:24 136:12,23 recollection 97:17 99:18 134:4 reconnected 117:4 record 109:14 136:10,23 143:9 redoing 103:24 reduced 139:13 refer 111:19 115:17 reference 141:7 142:2 143:2 referenced 139:13 139:17 142:11 143:15	referencing 133:20 reflect 109:15 reflects 110:22 regard 103:9 117:22 regarding 92:2 130:14 133:14,18 134:8 138:2,11 region 98:15 regular 109:8 129:9 regularly 109:11 109:22,25 110:16 rejoined 136:13 relate 128:17 related 121:11 relating 94:18 relative 140:2 relayed 124:17 relaying 113:6 remember 100:5 109:24 118:6 124:10 133:20 134:3,7,15 136:2,6 remote 88:12 117:7,8,9 remotely 92:3 116:24 122:13 renewals 127:19 reorganization 133:15,18 reorganizations 133:24 rephrase 103:5 report 131:8 reported 101:6 reporter 90:14 142:7 reporter's 90:11 139:1	reporting 123:17 representative 92:11 reps 135:18 request 95:22 99:14 100:15,20 105:15 115:25 143:9,11 requested 123:11 124:21,22 138:1,7 138:11 requests 95:15,17 96:7 100:10 101:2 102:21 103:20 112:11 123:18 require 115:9 118:17 required 121:4 141:25 requirements 102:10 research 117:2 120:16 resign 136:4 resources 103:3 121:13 respect 93:3,7 95:6 97:9 98:25 105:6 115:13 117:16,24 119:16 120:8 121:22 123:9 respective 106:13 responsibility 129:17 responsible 94:3 112:10 rest 111:13 restate 104:21 restrictions 96:3	restructure 134:23 restructured 135:1 restructuring 135:4 result 103:20 retained 90:14 retire 103:25 returned 141:18 revamp 97:12 104:1 revenue 135:16 review 102:4 124:6 125:9 127:1 138:2,7 141:12 142:1 143:1 reviewing 132:22 richard 88:8 89:16 141:6 142:3 143:3 richmond 88:3 89:11 rick 100:6 101:7 101:18 104:3,13 105:10 124:7 131:2 134:12 rick's 98:20 104:1 right 105:20 106:12 131:3 135:20 136:9 risk 130:25 road 95:10,13,14 95:18 96:2,5,13,16 96:22 97:8 98:3 99:24 100:9,22 101:11 102:17,20 103:6,15,19 104:5 104:8,13,23 105:3 105:4,6,9 112:12 125:18
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

[role - ss]

Page 11

role 104:8,22 roof 107:21 room 108:2 109:17 115:4 131:21,25 rough 137:6 138:13 routinely 105:23 106:4,7 rpr 88:24 139:7 rules 138:3,8 142:5 143:5 run 120:18	seat 107:2 seated 108:21 second 107:1,12 107:13,18 112:16 133:8 136:19 sector 97:20 security 125:13 see 92:20 97:5 106:8,10,12,15,16 108:22 109:6,9,18 109:25 122:21 131:1 seeing 132:17 seen 133:5 sell 97:19 104:2 127:17 selling 95:25 127:22 135:14 send 98:25 99:1 105:15 119:10 senior 112:2 128:9 sense 106:21 108:24 120:25 127:14,16 128:18 131:4,7,17 134:19 sent 133:10 seriously 105:8 served 104:11 server 117:1 119:24 126:17 servers 108:7 116:18,22 121:7,7 121:9,12 122:20 122:22 123:2 126:7,8,10,11 service 113:19 122:12 126:4 services 113:17 118:9 set 97:5 98:13,19 115:18,23,25	118:15 119:4 140:5 sets 122:25 seven 109:2,6,9 shared 114:1,7 121:10 sharon 129:22 133:12 sheet 141:13 143:7 143:10,18 144:1 short 112:19 131:24 136:12,23 show 93:16 131:21 132:3 shown 132:10 141:16 shuai 129:23 shut 119:21 side 131:10 sign 114:25 115:9 137:5 signature 138:5 140:12 141:14 signed 142:13 143:18 signing 141:19 simmons 129:22 133:12 sincerely 141:21 sir 141:10 site 121:7,12,18,19 121:20 122:22 126:7,8 sitting 106:14 smaller 94:13 social 92:4 software 111:8,10 112:1,3 117:6,10 120:25 122:6,8,9 122:16,17	solutions 141:1 144:1 somebody 118:20 119:8 somewhat 113:10 123:5 son 129:11 sorry 93:5 107:22 107:22 117:21 132:19 135:20 source 96:14 sources 125:11 space 106:22,23 106:24 107:3 126:15 speak 134:22 speaking 122:21 specific 95:1 97:8 101:10 116:1 117:1 121:20 124:11 130:18 134:4 specifically 99:4 109:3,24 113:25 116:10 118:21 119:18 120:11 123:10 128:19 134:9 135:7 specifications 102:6 105:8,10 113:5 specifics 127:15 135:13 136:8 specified 139:20 specking 112:12 spend 119:6 spreadsheet 110:20 spring 108:16,18 ss 139:4
s			
s 141:15 143:8,8 144:3 sale 98:22 102:25 sales 94:18,22,25 95:23 97:17 99:10 100:23 101:5,9 106:22 107:4 112:14 115:7 119:5 131:5,13 133:18,24 134:19 134:21,25 135:3 135:10,10,18 salesforce 99:9 118:22 119:3,7,10 120:5 132:24 saw 133:7,21 saying 93:6 101:19 128:24 scientists 112:5 screen 132:16 sea 94:22 seal 140:6 142:15 143:21 search 123:10 125:3,19 searched 125:2			

[stakeholders - transcribed]

Page 12

stakeholders 112:14 stand 111:11 standard 122:3 standpoint 115:9 start 92:13 118:1 started 118:7 state 139:3,8 140:15 142:10 143:15 statement 142:13 142:14 143:19,19 states 88:1 stations 107:25 ste 89:4 steal 133:8 stenotypy 139:14 step 96:11 98:24 136:19 steps 120:12 stipulation 92:2 stopped 108:18 store 121:11 stored 121:9,15,18 121:19,20 122:19 125:17,18 126:2,7 126:8,9,10,21 stories 107:16 street 89:10 strong 97:3,6 103:22,25 structure 133:15 134:21 stuff 121:3 129:6 133:7 submit 96:21 subscribed 142:10 143:14 144:21 subscription 122:1 122:6 127:20	suite 141:2 summer 114:17 superior 89:4 141:1 support 95:22 98:21 100:9,15,16 112:14 suppose 94:10 sure 94:9,15 96:17 100:13 108:14 111:7,24 112:17 114:24 115:15 120:15 126:24 128:19 130:15 131:19 134:11 switch 101:20 sworn 92:1 139:10 142:10,13 143:14 143:18 144:21 synced 119:24 system 113:18 121:19 123:6 125:12 126:6	104:10 111:12 112:1,4,4,7,23,24 113:6,7 116:24 128:22 129:21 130:12,14 131:5 131:13 133:18,25 134:2,25 135:4,10 135:11 teams 93:20 111:13 technically 118:14 technology 113:9 tell 98:12 101:7 111:17 129:18,19 133:2 telling 97:18 term 135:20 terminate 129:14 129:24 130:22 136:1 terminated 119:13 119:20 130:3,7 termination 119:15 130:14 134:8 terms 106:2 122:1 territories 134:20 testified 102:20 testify 139:11 testimony 92:11 92:12 93:2 139:12 139:16 142:6,7 143:6,9,12 testing 96:19 text 118:12 thank 136:25 thing 121:18 things 94:9 96:3 97:3 99:12 101:16 103:2 120:2,7 129:10 132:24	think 92:17 95:5 98:20 103:8,18 104:20 113:2 114:12 117:3 118:13 119:10 121:6 124:20,24 128:17 135:2 136:5,16 thinking 105:9 134:12 third 107:12,20 thirty 141:18 threatening 130:4 130:5 three 107:7,11 114:9,11 118:14 time 92:18 98:1 108:8,8,10 109:11 114:8,22 119:2,6 119:15 125:18 128:21 134:8,20 137:1 138:15 139:19 times 109:25 110:2,19 title 112:5,23 today 111:25 token 120:19 told 99:6 129:18 top 93:18 107:13 130:16,20 131:2 134:12 135:18,22 tournaments 110:17,18 track 95:17 96:22 110:3 128:19 traditional 120:25 129:3 transcribed 139:15 142:7
	t		
	table 97:12 99:11 108:6 110:8 take 92:3 96:11 100:21 114:2 115:4,6 117:22 119:16,20 126:19 132:4 taken 88:15,18 112:19 120:12 131:24 136:12 139:19 talk 96:11 99:11 112:11 talked 135:21 tall 107:15 team 94:18,25 97:24 100:17,24		

[transcript - zoom]

Page 13

transcript 90:1 138:2,7,10,12,14 141:11,12 142:5 142:12 143:5,11 143:17 transcription 139:16 trouble 92:18 true 139:16 truth 139:11,11,12 trying 98:16 turn 92:16 119:25 120:2,4 122:13 turned 118:19 turning 114:16 two 102:23 107:16 type 112:6 117:14 117:18 126:1 types 94:2,24 typical 111:6 typically 108:8,9	use 95:16 96:18 110:8 113:17 114:1,22 117:18 118:12 121:13 125:16 135:20 user 95:22 100:13 105:12 116:21 118:11 users 95:23 100:1 100:24 102:6 124:3,6,11 usually 108:21 109:5,20 utilize 117:14 utilized 122:24	vs 88:6	words 124:12,13 work 95:17,24,25 96:19 105:25 107:25 108:9,20 113:16,18,20 121:12 122:10 127:5 130:6 workday 108:25 worked 110:23 working 108:13 111:15 114:17 workstation 106:23 107:2 workstations 108:6 wrong 98:6
		w	waived 141:19 walk 106:15 119:19 walked 99:6 wall 107:1 walls 106:11,18 want 95:15 96:11 109:14 111:22 136:18,25 wanted 103:24 wave 109:20 110:1 way 109:21 116:19 117:17 136:2 ways 96:1,3 100:8 we've 101:15 web 122:11 weeds 131:13 week 106:4,9 110:21 129:19 weekly 131:7 weight 103:1,2,25 went 93:3 110:21 128:16 whereof 140:5 wide 110:17 window 100:16 windows 115:23 116:15 117:8 witness 93:10 123:20 137:3 139:10,13,14,17 140:5 141:8,11 142:1,4,11 143:1,4 143:15 witness's 138:2 witness' 141:14 woods 89:9 word 104:20
u	v		x
ultimate 93:22 94:10 103:14 129:24 ultimately 94:4 111:7 116:20 127:17 129:16 135:1 underneath 93:18 understand 93:6 understanding 95:9,10 119:14 120:16 130:2,4 133:16 understood 123:20 united 88:1 upset 134:21 upside 133:3	v 141:6 142:3 143:3 va 89:11 vaguely 134:9 varied 114:8 various 93:20 112:1,14 119:5 120:2 121:10 122:25 127:18,25 vary 122:1 vendors 113:16 veritext 141:1,7 144:1 veritext.com. 141:17 version 97:13,15 video 88:12 videoconference 89:1 virginia 88:2 voice 118:13 vol 88:13 92:6 volume 92:17 vote 135:25		x 91:5 132:4,8 xiaobing 129:23
			y
			yeah 102:15 105:15 106:16,25 113:17 116:20 119:10 122:17 126:15 127:10 129:2,21 130:15 133:1 134:18 135:24 136:20 year 110:19 yoga 108:17,18
			z
			zoom 89:17

Federal Rules of Civil Procedure

Rule 30

(e) Review By the Witness; Changes.

(1) Review; Statement of Changes. On request by the deponent or a party before the deposition is completed, the deponent must be allowed 30 days after being notified by the officer that the transcript or recording is available in which:

(A) to review the transcript or recording; and

(B) if there are changes in form or substance, to sign a statement listing the changes and the reasons for making them.

(2) Changes Indicated in the Officer's Certificate. The officer must note in the certificate prescribed by Rule 30(f)(1) whether a review was requested and, if so, must attach any changes the deponent makes during the 30-day period.

DISCLAIMER: THE FOREGOING FEDERAL PROCEDURE RULES ARE PROVIDED FOR INFORMATIONAL PURPOSES ONLY.

THE ABOVE RULES ARE CURRENT AS OF APRIL 1, 2019. PLEASE REFER TO THE APPLICABLE FEDERAL RULES OF CIVIL PROCEDURE FOR UP-TO-DATE INFORMATION.

VERITEXT LEGAL SOLUTIONS
COMPANY CERTIFICATE AND DISCLOSURE STATEMENT

Veritext Legal Solutions represents that the foregoing transcript is a true, correct and complete transcript of the colloquies, questions and answers as submitted by the court reporter. Veritext Legal Solutions further represents that the attached exhibits, if any, are true, correct and complete documents as submitted by the court reporter and/or attorneys in relation to this deposition and that the documents were processed in accordance with our litigation support and production standards.

Veritext Legal Solutions is committed to maintaining the confidentiality of client and witness information, in accordance with the regulations promulgated under the Health Insurance Portability and Accountability Act (HIPAA), as amended with respect to protected health information and the Gramm-Leach-Bliley Act, as amended, with respect to Personally Identifiable Information (PII). Physical transcripts and exhibits are managed under strict facility and personnel access controls. Electronic files of documents are stored in encrypted form and are transmitted in an encrypted fashion to authenticated parties who are permitted to access the material. Our data is hosted in a Tier 4 SSAE 16 certified facility.

Veritext Legal Solutions complies with all federal and State regulations with respect to the provision of court reporting services, and maintains its neutrality and independence regardless of relationship or the financial outcome of any litigation. Veritext requires adherence to the foregoing professional and ethical standards from all of its subcontractors in their independent contractor agreements.

Inquiries about Veritext Legal Solutions' confidentiality and security policies and practices should be directed to Veritext's Client Services Associates indicated on the cover of this document or at www.veritext.com.